US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Qualcomm
PARTNER/VAD NAME:

SECTION I - Approval Requests:
HQAPP Requests:

1. 80% discount request in order to match 'like for like' credit for Peoplesoft applications per Oracle announcement by LJE. This win will replace Peoplesoft at one of their previous top reference sites.

2. Price hold to May 28, 2004 at this level (80%) for same applications modules listed in this contract, and 70% for non-listed applications.

TIER 1 Requests:

1. Price hold at 70% for 2 years starting June 1, 2004 thru May 31, 2006 for all eBusiness Suite modules
2. 3 year price hold on support to match license price holds at 22% of license

TIER 2/3 Requests:

1.
2.

Previously approved requests (include date of approval):
1.
2.

SECTION II – Deal Summary:

Deal Summary	
Programs	(List out all programs here)
License Discount	80 % (ebiz + 55 %)
Support Discount	80 % (ebiz + 55 %)
Comp & Admin Discount	N/A
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	3 year support hold at current level
Price Holds	3 year price hold at current level
List License	6,658,765
List Support	1,464,928
List Comp & Admin	
Net License	1,331,753
Net Support	292,985
Net Comp & Admin	
Net Total Price	1,624,739
Price List Used	6/20/03

8/18/2003 v.1

GOVERNMENT
EXHIBIT
P1188

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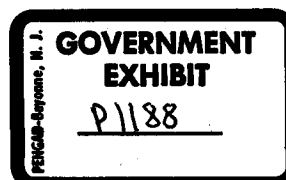
Customer History - Existing Price Holds	
Existing contractual discount (price hold)	None existing for applications.
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification: This is a very visible competitive evaluation versus Peoplesoft. Up until two years ago, Qualcomm was Peoplesoft's flagship reference account. Given that Psft is the encumbent, Oracle must be priced competitively in order to justify the additional purchase of license with a new vendor. Peoplesoft's license costs are much less than Oracle's.

The 80% discount is equivalent to the net price that client would be charged if we were to offer the alternate, but more complicated option (for legal and contractual reason) of the 'like for like' credit for previously purchased and current Peoplesoft software. Client owns a site license for ALL peoplesoft products, and will be terminating them once Oracle is implemented.

Client is also willing to support Oracle references at ALL levels (C-Level) on the benefits of the Oracle relationship, and contrast that to Peoplesoft. Thus, this would be of great value to Oracle.

Note : Client was shown pricing before the Peoplesoft acquisitionn was announced and was quite willing to pay the previous price of $2M+. However, with the pending acquisition and this client's willingness to support Oracle at the corporate level with references (already started), we revisited with the 'like for like' approach announced by LJE to understand the end price.

Per Keith Block's request, we are using the more simple approach of applyingan equalizing discount to get to the same net fee.

Recommendation: (leave blank for HQAPP to fill out)

Submitted By: Max Hill (RM)
Field RM name if submitted by iSD:

R: (leave blank for HQAPP to fill out)
C:
L:
A:
BP:

****
PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW
WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I)
ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details

Instructions - **Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at http://esource.oraclecorp.com
PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.
PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.
MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (eBusiness License Migrations) team. Refer to http://nafo.us.oracle.com under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: **All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.**

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	8/20/03
Opportunity I.D. (OSO Number):	
Is this a ship order?	_X_ Yes _____ No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	direct
Is this deal the result of a compliance issue that LMS has been involved in?	_____ Yes __X__ No
Does deal contain new licenses with an *approved* non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	_____ Yes (specify non-supported license type and eBusiness license type used to determine conversion) __X__ No
Quote Valid Through (insert date):	8/30/03
Partner (insert name, if applicable)?	Margin or % of net license fees_____
VAD (insert name, if applicable)?	Margin or % of net license fees_____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee? If yes, specify payment type:	_____ Yes _X___ No _____ Applications Affiliate Fee _____ ROP Fee *(GB Use Only)*
MIGRATIONS OR UPDATES:	Yes _X__ No
PREMIUM SERVICES:	Yes _X_ No
INCIDENT PACKS:	Yes _X_ No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	_____ Yes __X__ No
Payment Terms:	__X_Net 30 _____ Other (Specify)_____
Referenced Agreement:	_____ New OLSA __X__ Reference SLSA 19586-15-may-98

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Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	**Qualcomm Inc**
Business Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Customer Contract Admin:	Dan Allen
Phone #:	858-658-4662
Fax #:	858-684-4544
E-mail ID:	dallen@qualcomm.com
Billing Contact:	Sam Peck
(Partner/VAD if Indirect):	
Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Phone #:	858-845-5177
Fax #:	858-651-6557
E-mail ID:	speck@qualcomm.com
Tax Status :	Exempt ___ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt __X_
Shipping Contact:	**Dan Allen**
Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Phone #:	858-658-4662
Fax #:	858-684-4544
E-mail ID:	**dallen@qualcomm.com**
Technical Support Contact:	Jeff Farmer
Address:	5775 Morehouse Drive
City / State / Zip:	San Diego, CA 92121
Phone #:	858-658-4694
Fax #:	858-658-1595
Email ID:	**jfarmer@qualcomm.com**
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

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Education (EPPC)	
Education Prepaid Credit Amount:	$172,500
Education Discount:	_15_ %
Education Revenue:	150,000
Education Sales Rep:	Donna Ammer

PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program: Unix
Make: Sun
OS: Solaris
PROGRAMS:

Applications	
Will applications be modified:	___ Yes X_ No
Will users be accessing modified Apps from the web:	___ Yes X_ No
Have all prerequisites been included:	_X__ Yes ___No
Will users use Fast Forward RPM:	___ Yes X_ No
Will applications be hosted:	___ Yes X_ No
Indicate database that Apps will run on:	9i
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Geneva Lake
Technology Sales Manager	Daniel Facchetti
Account Manager	Geneva Lake
iSD Rep	Robin Carlier
Education Sales Rep	Donna Ammer
Support Renewals Rep	Michele Buono
Premium Support Rep	Laura Scott
Migrations Manager	
Is there a teaming agreement?	___Yes (if yes, list all appropriate reps) _X_ No
Requester:	Name: Max Hill Business Telephone: _714.431.2744 Cell Phone: 714.514.1764

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